

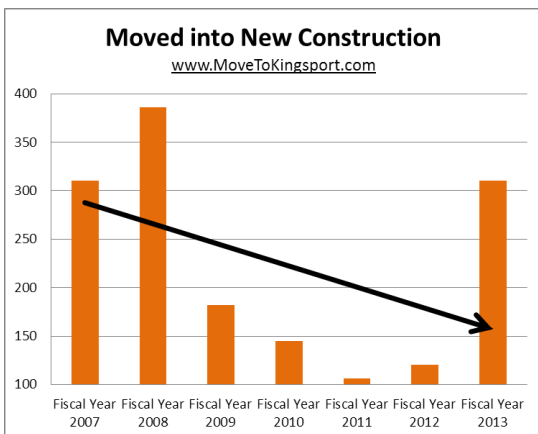
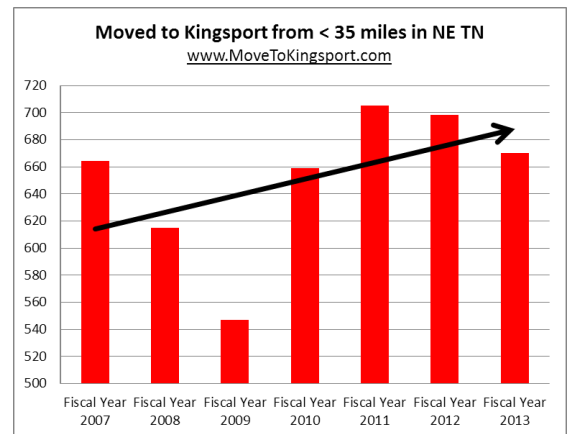
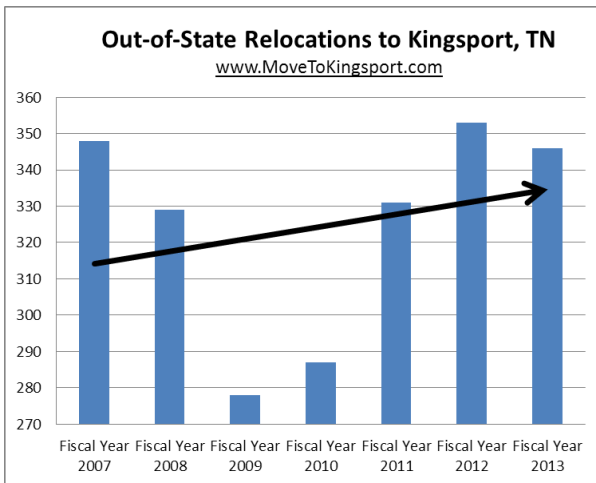
MoveToKingsport.com

Completes 7 Year Stretch

In 2006, the City of Kingsport, Kingsport Area Chamber of Commerce, and private sponsors embarked on a bold new initiative to recruit newcomers. The targeted groups: those with higher educational attainment and higher incomes – either working or retired. The community's high quality of life and low cost of living, coupled with a strategic location near the center of the eastern U.S. combine to make Kingsport a desirable location for many demographic groups. From boomer retirees to young professionals, Kingsport is a diverse community with something for everyone. Attributes that Kingsporters may take for granted are considered very desirable in attracting out-of-state relocations (award-winning schools, extensive

parcs/natural areas, miles of walking/biking trails, a moderate climate, affordable housing, low crime, low traffic, excellent city services, and an airport with direct flights to four cities).

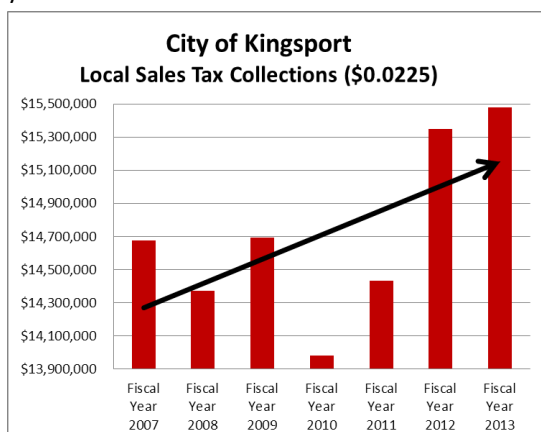
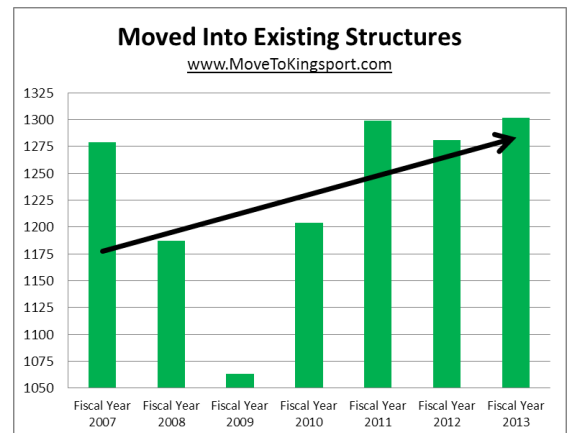
During the fiscal year ending June 30, 2013 all metrics show positive trendlines except new construction, which has become a targeted strategy. While markets across the country declined substantially, Kingsport's housing market remains relatively stable while maintaining a positive 1-year house price appreciation through the 1st Quarter of 2013 (Source: FHFA.gov)



Historically the largest group of newcomers (historically 60%) move from less than 35 miles away in Northeast Tennessee (see red chart at right). The City of Kingsport continues to develop unique amenities, like the Aquatic Center/YMCA, in an effort to give people a reason to choose Kingsport as a place to live instead of only working here.

Many assume that all newcomers move into new construction. Not so in

Kingsport where consistently more than 90% of newcomers move into existing housing. That said, in 2013 there was a dramatic uptick in new construction for the first time in five years. Whether you're looking for a new home overlooking a park or golf course, a traditional neighborhood with tree-lined streets, quaint architecture and "good bones", or a downtown loft, Kingsport has a home for you!



According to UNC Wilmington, each newcomer generates \$25,000 per year consuming services and creating demand for jobs in medical, pharmacy, finance, insurance, real estate, food, retail, etc. Sales collections are at an all-time high – a tangible indication of consumer spending (see maroon chart left). According to the St. Louis Federal Reserve, consumer spending accounts for the largest portion of the U.S. economy. Therefore, cities must ensure there is growth in the consumer base, which will in turn help to maintain a healthy local economy.

Kingsport, Tennessee – come see what all the buzz is about!

FY2013 Annual Relocation Report

July 2012-June 2013

www.MoveToKingsport.com

During the 12 month period (July 2012-June 2013), there were 1,612 new families in Kingsport (and 1,856 existing Kingsport area residents moved to a new location within the Kingsport area.)

The net difference is +687 families (July 2006-June 2013)

The annual economic impact at \$25,000 per person = 687 families x 2.3 persons/family = **\$39,502,500**

Of these 1,612 new families:

- 310 were new construction (19%)
- 1,302 moved into existing structures (81%)
- 670 relocated from elsewhere in Northeast Tennessee (< 35 miles, excluding Kingsport zip codes)
- 95 relocated from elsewhere in Tennessee (> 35 miles)
- 129 relocated from Southwest Virginia (<35 miles of Kingsport)
- 43 relocated from elsewhere in Virginia (>35 miles)
- 70% chose to live inside the city limits of Kingsport
- 62% of new construction was inside city limits of Kingsport

Comparing this Fiscal Year-to-Date (July 2012-June 2013) with the average Fiscal Years-to-Date 2007-2012:

- New residential construction is down 77%
- Out-of-state relocation to Kingsport is up 10%

During the 12 month period (July 2012-June 2013), 499 families moved from out-of-state (35 states):

VIRGINIA	172
FLORIDA	91
NORTH CAROLINA	32
SOUTH CAROLINA	20
CALIFORNIA	18
KENTUCKY	16
TEXAS	16
MARYLAND	15
GEORGIA	12
OHIO	11
PENNSYLVANIA	9
ILLINOIS	8

MICHIGAN	7
NEVADA	7
ALABAMA	6
INDIANA	6
MISSISSIPPI	6
COLORADO	5
MASSACHUSETTS	5
ARIZONA	4
LOUISIANA	4
NEW YORK	4
WEST VIRGINIA	4
DELAWARE	3

OKLAHOMA	3
ALASKA	2
ARKANSAS	2
CONNECTICUT	2
NEW HAMPSHIRE	2
NEW JERSEY	2
WISCONSIN	2
HAWAII	1
MINNESOTA	1
VERMONT	1

3,251 families moved to Kingsport from all 50 states, the District of Columbia, and the Virgin Islands since the beginning of MoveToKingsport.com (July 2006-June 2013)

1	VIRGINIA	1089
2	FLORIDA	348
3	NORTH CAROLINA	250
4	KENTUCKY	122
5	GEORGIA	120
6	SOUTH CAROLINA	115
7	TEXAS	104
8	OHIO	92
9	CALIFORNIA	80
10	MICHIGAN	73
11	NEW YORK	71
12	PENNSYLVANIA	68
13	MARYLAND	65
14	ALABAMA	52
15	ILLINOIS	50
16	MISSISSIPPI	50
17	INDIANA	45
18	WEST VIRGINIA	45
19	ARIZONA	41
20	LOUISIANA	33
21	NEW JERSEY	31
22	MISSOURI	27
23	COLORADO	25
24	ARKANSAS	19
25	NEVADA	18
26	MASSACHUSETTS	16

27	WASHINGTON	16
28	WISCONSIN	16
29	OKLAHOMA	15
30	IOWA	14
31	DELAWARE	13
32	CONNECTICUT	12
33	IDAHO	12
34	MINNESOTA	12
35	KANSAS	11
36	OREGON	11
37	UTAH	9
38	VERMONT	9
39	ALASKA	8
40	WYOMING	8
41	MAINE	7
42	NEW HAMPSHIRE	7
43	NEW MEXICO	5
44	HAWAII	4
45	NEBRASKA	4
46	MONTANA	3
47	SOUTH DAKOTA	2
48	DISTRICT OF COLUMBIA	1
49	NORTH DAKOTA	1
50	RHODE ISLAND	1
51	VIRGIN ISLANDS	1

Of the 1,544 different places **moving to Kingsport since beginning of MoveToKingsport.com (July 2006-June 2013), these are the Top Ten:**

1	JOHNSON CITY / GRAY	TN	1250
2	CHURCH HILL	TN	741
3	BLOUNTVILLE / BOONE LAKE	TN	673
4	JONESBOROUGH	TN	357
5	MOUNT CARMEL	TN	341
6	BRISTOL	TN	311
7	FALL BRANCH	TN	308
8	GATE CITY	VA	264
9	ROGERSVILLE	TN	176
10	KNOXVILLE	TN	172

Of the 1,255 different places **where Kingsporters moved since beginning of MoveToKingsport.com (July 2006-June 2013), these are the Top Ten:**

1	JOHNSON CITY / GRAY	TN	1188
2	BLOUNTVILLE / BOONE LAKE	TN	759
3	CHURCH HILL	TN	647
4	FALL BRANCH	TN	458
5	JONESBOROUGH	TN	392
6	MOUNT CARMEL	TN	333
7	KNOXVILLE	TN	227
8	GATE CITY	VA	201
9	BRISTOL	TN	195
10	ROGERSVILLE	TN	123

Of the 1,544 different places **moving to Kingsport** since the beginning of MoveToKingsport.com (July 2006-June 2013), these are the **top places by net difference**:

			INSTALL	CUTOUT	DIFF
1	BRISTOL	TN	311	195	116
2	CHURCH HILL	TN	741	647	94
3	GATE CITY	VA	264	201	63
4	JOHNSON CITY / GRAY	TN	1250	1188	62
5	ROGERSVILLE	TN	176	123	53
6	GREENEVILLE	TN	125	80	45
7	ELIZABETHTON	TN	118	82	36
8	BLUFF CITY	TN	89	55	34
9	PENNINGTON GAP	VA	46	14	32
10	BRISTOL	VA	115	87	28
11	PINEY FLATS	TN	127	108	19
12	UNICOI	TN	24	5	19
13	DUFFIELD	VA	59	42	17
14	MORRISTOWN	TN	43	26	17
15	HILTONS	VA	38	22	16
16	WISE	VA	38	22	16
17	ERWIN	TN	43	28	15
18	WEBER CITY	VA	59	45	14
19	BIG STONE GAP	VA	39	26	13
20	LEBANON	VA	16	4	12
21	JACKSONVILLE	FL	17	6	11
22	PIKEVILLE	KY	12	1	11
23	MADISON	NJ	11	0	11
24	CLARKSVILLE	TN	17	7	10
25	CLINTWOOD	VA	11	1	10
26	JEFFERSON CITY	TN	19	10	9
27	CASTLEWOOD	VA	13	4	9
28	SAN ANTONIO	TX	10	1	9
29	DELAND	FL	9	0	9
30	MOUNT CARMEL	TN	341	333	8
31	NORTON	VA	17	10	7
32	PHOENIX	AZ	11	4	7
33	CLEVELAND	TN	11	4	7
34	GRUNDY	VA	10	3	7
35	CHESAPEAKE	VA	9	2	7

Of the 1,255 different places **where Kingsporters moved** since the beginning of MoveToKingsport.com (July 2006-June 2013) **top places by net difference**:

			INSTALL	CUTOUT	DIFF
1	FALL BRANCH	TN	308	458	-150
2	BLOUNTVILLE / BOONE LAKE	TN	673	759	-86
3	KNOXVILLE	TN	172	227	-55
4	JONESBOROUGH	TN	357	392	-35
5	RALEIGH	NC	3	22	-19
6	SURGOINSVILLE	TN	75	90	-15
7	CHATTANOOGA	TN	39	53	-14
8	HENDERSONVILLE	TN	1	12	-11
9	MYRTLE BEACH	SC	1	11	-10
10	PUNTA GORDA	FL	0	10	-10
11	VENICE	FL	1	9	-8
12	SPARTANBURG	SC	1	9	-8
13	MELBOURNE	FL	0	8	-8
14	NASHVILLE	TN	23	30	-7
15	MURFREESBORO	TN	17	24	-7
16	MOUNTAIN CITY	TN	9	16	-7
17	RICHMOND	VA	9	16	-7
18	BRADENTON	FL	4	11	-7
19	LA QUINTA	CA	0	7	-7
20	CLERMONT	FL	0	7	-7
21	PENDLETON	IN	0	7	-7
22	CARY	NC	0	7	-7
23	WEST JORDAN	UT	0	7	-7
24	CHARLOTTE	NC	17	23	-6
25	LONGVIEW	TX	7	13	-6
26	HERMITAGE	TN	5	11	-6
27	COLUMBUS	OH	3	9	-6
28	MIDLOTHIAN	VA	2	8	-6
29	GASTONIA	NC	1	7	-6
30	CORPUS CHRISTI	TX	1	7	-6
31	TITUSVILLE	FL	0	6	-6
32	BUFFALO	NY	0	6	-6
33	ORMOND BEACH	FL	5	10	-5
34	BLACK MOUNTAIN	NC	2	7	-5
35	MOORESBURG	TN	2	7	-5

For more information contact:

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**This data indicates the origin of families relocating to Kingsport. It is not intended to imply a net gain to the existing Census Bureau population estimates.*

Families Moving to Kingsport

Metropolitan/Micropolitan Statistical Areas (MSAs) >35 Miles Away (July 2006-June 2013)

Knoxville, TN	222
Morristown, TN	100
Nashville-Davidson--Murfreesboro, TN	86
Washington-Arlington-Alexandria, DC-VA-MD-WV	66
Tampa-St. Petersburg-Clearwater, FL	62
Chattanooga, TN-GA	56
Atlanta-Sandy Springs-Marietta, GA	50
Miami-Fort Lauderdale-Miami Beach, FL	50
Asheville, NC	45
Orlando, FL	41
New York-Northern New Jersey-Long Island, NY-NJ-PA	38
Charlotte-Gastonia-Concord, NC-SC	34
Sevierville, TN	34
Chicago-Naperville-Joliet, IL-IN-WI	33
Virginia Beach-Norfolk-Newport News, VA-NC	33
Detroit-Warren-Livonia, MI	29
Columbia, SC	28
Deltona-Daytona Beach-Ormond Beach, FL	28
Memphis, TN-MS-AR	28
Phoenix-Mesa-Scottsdale, AZ	27
Baltimore-Towson, MD	26
Charleston-North Charleston, SC	26
Houston-Baytown-Sugar Land, TX	26
Dallas-Fort Worth-Arlington, TX	25
Jacksonville, FL	24
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	24
Richmond, VA	23
Clarksville, TN-KY	22
Sarasota-Bradenton-Venice, FL	21
Bluefield, WV-VA	20
Cincinnati-Middletown, OH-KY-IN	19
Cape Coral-Fort Myers, FL	18
Greenville, SC	18
Greensboro-High Point, NC	17
Lakeland, FL	17
Los Angeles-Long Beach-Santa Ana, CA	17
San Diego-Carlsbad-San Marcos, CA	17
Hickory-Lenoir-Morganton, NC	16
Raleigh-Cary, NC	16
Columbus, OH	15
Winston-Salem, NC	15
Charleston, WV	14
Cleveland, TN	14
Harriman, TN	14
Birmingham-Hoover, AL	13
Cookeville, TN	13
Hattiesburg, MS	13
Las Vegas-Paradise, NV	13
Lexington-Fayette, KY	13
Newport, TN	13

San Antonio, TX	13
Indianapolis, IN	12
Louisville, KY-IN	12
Riverside-San Bernardino-Ontario, CA	12
Roanoke, VA	12
St. Louis, MO-IL	12
Blacksburg-Christiansburg-Radford, VA	10
Cleveland-Elyria-Mentor, OH	10
Palm Bay-Melbourne-Titusville, FL	10
Pittsburgh, PA	10
Augusta-Richmond County, GA-SC	9
Boston-Cambridge-Quincy, MA-NH	9
Minneapolis-St. Paul-Bloomington, MN-WI	9
Naples-Marco Island, FL	9
Austin-Round Rock, TX	8
Dayton, OH	8
Fayetteville, NC	8
Fresno, CA	8
Longview, TX	8
Oklahoma City, OK	8
Pensacola-Ferry Pass-Brent, FL	8
Savannah, GA	8
Statesville-Mooresville, NC	8
Athens, TN	7
Burlington, NC	7
Colorado Springs, CO	7
Denver-Aurora, CO	7
Durham, NC	7
Huntsville, AL	7
Kansas City, MO-KS	7
Lake Havasu City-Kingman, AZ	7
New Orleans-Metairie-Kenner, LA	7
Toledo, OH	7
Youngstown-Warren-Boardman, OH-PA	7
Albany-Schenectady-Troy, NY	6
Alexandria, LA	6
Allentown-Bethlehem-Easton, PA-NJ	6
Anchorage, AK	6
Columbia, TN	6
Davenport-Moline-Rock Island, IA-IL	6
Fayetteville-Springdale-Rogers, AR-MO	6
Fort Walton Beach-Crestview-Destin, FL	6
Idaho Falls, ID	6
Jackson, TN	6
Jacksonville, NC	6
Lansing-East Lansing, MI	6
Mobile, AL	6
Myrtle Beach-Conway-North Myrtle Beach, SC	6
Sacramento--Arden-Arcade--Roseville, CA	6
Sebring, FL	6